

WNYRIC STANDARDS**Add/Change Request Form**

Submitted By:

Name Robert Raineri School District Clarence Date 11-15-16Telephone Number 716-407-9144 E-Mail ID rraineri@clarenceschooHardware or Software Recommended Dell Network Switches

Standards Category:

New: _____

Existing: Networking

Action Requested:

Add: Add Dell Networking

Modify: _____

Remove: _____

Product Name: Data Center S-series and Campus N-seriesProduct Manufacturer: DellProduct Description: 10G top or rack and core, 1G PoE+ stack

(Attach Product Technical Sheets)

Additional Comments: We currently have 8x Dell 10G switches in
production since august connecting our VMware Vsan nodes for district
wide VDI deployment servers 1500 to 3000 cliets

EVALUATION CRITERIA

A. Product Reliability

1. Vendor / Product track record

The network switches have been running in production under full load since august with no issues

2. Vendor support required

Certified Dell partner Candoris as well as Dell systems engineers assisted in installing the switches. These switches also inter-operate with Cisco Nexus switches.

3. Ease of use

The Dell switch CLI is very similar to Cisco switches. The learning curve was very small with few differences.

4. Support required by RIC / school district

RIC and WAN Senior support was not required for this installation. Moving forward we will work with our WAN senior for troubleshooting and feature upgrades. We do not expect issues.

5. Potential to become "White Elephant"

We do not look at Dell switches as "one offs." Dell as a company is very committed to networking. Their financials are very healthy as they just purchased EMC for \$60bil. These switches are also on future roadmaps for enhancements and are used in other RIC and Districts across NY State.

6. Training requirements

No training requirements are needed because the CLI is very similar to Cisco.

B. Product-Price / Acquisition

1. Cost effectiveness

The Dell switches are much less expensive than Cisco and priced near Avaya. We experienced almost a 50% savings compared to comparable Cisco 10G switches.

2. Acquire via NYS Contract or local bid

All Dell switches are on NYS OGS contract as well as NCPA so purchasing was very easy.

3. Cost of operation and support

Operational support is minimal since the interface is similar to Cisco. We purchased a multi year 24x7x365 support contract less than smartnet.

4. Do any legal or contractual issues exist

No.

C. Product-Relationship to Other Standards

1. Compatibility to existing Standards

The Dell CLI is very compatible to Cisco. We have successfully interconnected the Dell switches to vmware vsan nodes and Cisco Nexus switches. All protocols worked the first time with no issues.

2. What other options are available

capable loading different Operating Systems. We chose DNOS which is similar to Cisco. Other options include Cumulus Linux OS(similar Juniper), fabric Big Switch OS, Pluribus analytics OS, SPB capable IP Infusion OS

3. Relationship to previous research and changes since that time

Over \$440k worth of Dell switches run in WNYRIC districts for equallogic SAN

D.

BOCES-Service Needs

1. Define and explain the current need

We desire switches to be added to Standards for ongoing BOCES support and AID for better pricing. We like the Dell for performance similar to Cisco and priced low like Avaya. The TRUE lifetime warranty is also a value.

2. What existing CoSer and RIC Service does it fall under

Technology Services WAN

3. What is the scope and size of the school population to be served

Clarence central schools is one of WNY top tiers schools with about 4700 total students using the VDI infrastructure.

4. Instructional and/or administrative goal supported

Administratively we manage the currently running Dell switches with the same tools we use to manage Cisco but at a much lower cost point.

5. Results of survey determining school district interest in using this product

Clarence is very pleased with these Dell switches and have been running in production for several months. We saved a ton and no learning curve.

Signature of person making request

